

EXHIBIT D

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UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF NEW YORK

ASSURED GUARANTY MUNICIPAL)
CORP., f/k/a FINANCIAL)
SECURITY ASSURANCE INC.,)
Plaintiff,)
vs.) Case No.
vs.) 11-CV-2375 (JSR)
vs.)
vs.)
FLAGSTAR BANK, FSB;)
FLAGSTAR CAPITAL MARKETS)
CORPORATION; and FLAGSTAR)
ABS, LLC,)
Defendants.)

)

DEPOSITION OF DAVID BEARD

New York, New York

November 1, 2011, 2011

Reported By:

CATHI IRISH, RPR, CLVS, CCR

1 BEARD

2 to provide this type of guaranty insurance?

3 A. It's generally an issuer of securities.

4 Q. So to -- is it fair to say that there
5 is an issuer of securities and they retain the
6 bond insurer here, FSA, to provide insurance
7 insure the timely payment of interest and
8 principal to bondholders?

9 A. Timely payment of interest and ultimate
10 principal or modified Freddie Mac principal
11 schedule.

12 Q. And with that minor clarification, you
13 agree that's an --

14 A. Yes.

15 Q. -- accurate statement?

16 Okay. Not to be a pain in the neck but
17 just let me finish my question and then you can
18 answer after me, just to make sure that we're
19 not -- we're getting an accurate transcription.
20 Hard to do, I know, especially when you know what
21 the question is going to be.

22 The -- you said that in the
23 corporate -- you worked in the corporate finance
24 group of FSA; is that correct?

25 A. That's correct.

1 BEARD

2 Q. So that would include residential
3 mortgages?

4 A. That's correct.

5 Q. Like a house mortgage is what we're
6 talking about?

7 A. Uh-huh.

8 Q. And when you say that FSA wrapped
9 residential mortgage-backed securities, just to be
10 clear, the wrap is the concept of providing the
11 insurance that we talked about earlier, correct?

12 A. Yes.

13 Q. Okay. When you say it was your
14 responsibility to seek opportunities to originate
15 wrap opportunities for mortgage-backed securities,
16 what was it -- what does that actually mean? What
17 was your job responsibility? What did you do?

18 A. We engaged issuers. We discussed
19 benefits of wrap. We facilitated the underwriting
20 of the security issuance.

21 Q. When you say you engaged an issuer,
22 what does that mean?

23 A. We asked for their business.

24 Q. In the period of -- well, who is FSA's
25 primary competitors, let's say in the time period

1 BEARD

2 2004 through early 2007?

3 A. MBIA and AMBAC.

4 Q. So those two companies, MBIA and AMBAC,
5 were in the same business as FSA of wrapping
6 mortgage-backed securities?

7 A. Yes, they wrap mortgage-backed
8 securities.

9 Q. Well, when you say -- I just want to
10 make sure I understand when you say the primary
11 competitors of FSA in this time period of 2004
12 through early 2007 was MBIA versus AMBAC, what do
13 you mean that they were the primary competitors?

14 MR. BUCHDAHL: Not MBIA versus AMBAC.

15 MS. RENDON: Did I say versus AMBAC?

16 Why don't I restate the question. Thank you
17 for catching that.

18 BY MS. RENDON:

19 Q. When you say that FSA's primary
20 competitors were MBIA and AMBAC, what did you mean
21 by that, sir? And again, I'm talking the time
22 period of 2004 through early 2007.

23 A. I don't know how I can elaborate on
24 that. They were our primary competitors.

25 Q. And that's because both MBIA and AMBAC

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1 BEARD

2 Q. Okay. So you have no knowledge whether
3 or not FSA --

4 A. I just --

5 MR. BUCHDAHL: Mr. Beard, give it time
6 even if a question is repeated, wait until you
7 hear the whole question.

8 THE WITNESS: Okay, sorry.

9 BY MS. RENDON:

10 Q. So my question is: Do you have any
11 understanding, understanding you weren't tracking
12 the various bond insurers, do you have any
13 understanding as to whether FSA had a AAA at the
14 time it was acquired by Assured Guaranty?

15 A. I don't know. I'd have to look it up.

16 Q. Going back to the time period of 2004
17 through 2007, so I'm going to focus on that time
18 period. We were -- and you were describing for me
19 FSA, MBIA and AMBAC being competitors of one
20 another in the world of wrapping residential
21 mortgage-backed securities.

22 Did FSA specialize in first time
23 issuers or have a focus on working with first time
24 issuers?

25 A. We worked with repeat issuers and first

1 BEARD

2 has a lot of experience. I'm just trying to make
3 sure when I'm going back and explaining it for
4 folks who may not appreciate this, they understand
5 what you mean with some of your shorthand.

6 When you say that FSA would go in and
7 pick a sample, do you mean that FSA would go in
8 and pick a sample of mortgages for purposes of
9 having a firm reunderwrite those mortgages?

10 A. No, not exactly. We would select -- we
11 would generally select a random sample from the
12 tape which was a listing of each loan that was
13 proposed -- that was in the portfolio and its
14 major characteristics.

15 Q. And then what?

16 A. And then we would send it to the
17 underwriters for review.

18 Q. You'd send the tape to the underwriters
19 for review or --

20 A. We would request the loan files which
21 were generally reviewed on site, sometimes
22 electronically.

23 Q. And then -- and when you would say we
24 would request, so FSA would take a random
25 sample -- using the loan tape, FSA would select a

1 BEARD

2 Is that because if the structure didn't
3 provide coverage for the estimated losses, it
4 would be FSA's responsibility to cover those
5 losses?

6 A. No.

7 Q. What was the purpose of understanding
8 the loss estimate then?

9 A. To assure that there was a multiple of
10 loss coverage.

11 Q. So maybe you can walk me through this
12 on a more elementary basis. I would appreciate
13 it.

14 A. The objective was to make sure that
15 there was adequate structure so that there weren't
16 scenarios where you had to pay a claim. So we
17 tested the first dollar claim and that was the
18 amount of coverage that was provided, and the
19 objective was to avoid any scenarios where you
20 didn't have a cushion two, three times the loss
21 expectations.

22 MS. RENDON: Can you read that last
23 answer back to me, please?

24 (Record read.)

25 MS. RENDON: Can I just ask a couple

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2 more questions and then we'll take a short
3 break?

4 MR. BUCHDAHL: Sure.

5 BY MS. RENDON:

6 Q. I wanted to make sure I understood.

7 So is it your testimony, Mr. Beard,
8 that effectively what FSA was trying to accomplish
9 through this transaction due diligence was to
10 understand the collateral, understand the loss
11 potential of the collateral, and then engage in
12 insuring that there was structuring of the
13 transaction to create cushions within the
14 transaction so that FSA wouldn't have to pay a
15 claim?

16 A. Yes.

17 MS. RENDON: Sure, we can take a short
18 break.

19 THE VIDEOGRAPHER: The time is 9:37
20 a.m., November 1, 2011. This is the end of
21 tape 1. We're off the record.

22 (Recess taken from 9:38 a.m. to
23 9:45 a.m.)

24 THE VIDEOGRAPHER: The time is 9:45
25 a.m., November 1, 2011. This is tape 2.

1 BEARD

2 ability to approve or disapprove of a transaction?

3 A. I don't know.

4 Q. You said earlier that you were a
5 director in the corporate finance group, correct?

6 A. Uh-huh.

7 Q. And you said that you were -- part of
8 your responsibilities was originating these types
9 of transactions we've been talking about?

10 A. Uh-huh.

11 Q. What more specifically, maybe you can
12 talk to us about what your role was kind of from
13 the beginning to the closing of a transaction, can
14 you give us a better idea of what your individual
15 role was on transactions that you helped
16 originate?

17 A. Sure. Generally, we would, you know,
18 learn of an impending issuance or receive a call
19 from an investment banker or receive a call from
20 an issuer that indicated that there was business
21 coming to market. Sometimes we would, you know,
22 be in competition with another firm for the -- you
23 know, because of -- for a wrap. We would discuss
24 the parameters of the transaction typically with
25 the investment banker who was leading the deal.

1 BEARD

2 We would -- if their expectations for
3 attachment point and the profile of the deal made
4 sense, we would do a number of things, among which
5 would be getting the tape, getting the detail of
6 the portfolio, and some understanding of what the
7 structure might look like. And you know, that
8 would be refined to its final form over a period
9 of weeks.

10 If we made an initial proposal and it
11 was accepted, we would perform additional work
12 that involved, you know, the sampling, the loan
13 file, the deal structure, and ultimately writing a
14 credit committee memo. We wouldn't write a credit
15 committee memo if we didn't want to do the deal
16 but if we decided we wanted to wrap the
17 transaction, we would prepare and present a credit
18 committee memo describing the transaction.

19 Q. And then -- thank you. That was
20 helpful.

21 And that credit committee memo, to whom
22 was it presented, the credit committee?

23 A. Uh-huh.

24 Q. And who in this time period of 2004
25 through early 2007 sat on the credit committee?

1 BEARD

2 Williams might have been involved. It just
3 depends on the discussion.

4 Q. What was Mr. Williams's role at FSA
5 during this time period during 2004 through 2007?

6 A. He was responsible for the
7 mortgage-backed group.

8 Q. And when you say he was responsible for
9 that group, is there any more specifics you can
10 make?

11 A. He was -- he was -- he was -- I believe
12 he was a managing director responsible for the
13 mortgage-backed group.

14 Q. As managing -- was Mr. Williams
15 effectively your boss?

16 A. Uh-huh.

17 Q. Did you work closely with Mr. Williams
18 during the course of your time at FSA?

19 A. Yes.

20 Q. When you say it was his responsibility
21 as managing director for the MBS group, what did
22 you understand his responsibilities included?

23 A. This is suppositions to some extent
24 because I didn't have that job but he was
25 responsible for, you know, reviewing transactions,

1 BEARD

2 less risky on first liens?

3 A. Well, your collateral interest is
4 subordinated to the first lien.

5 Q. For folks who are lay people, what do
6 you mean by that?

7 A. I mean the first lienholder has first
8 claim on the proceeds of the sale of the property.

9 Q. What happens in a market in your mind
10 where property value decreases; is that an
11 environment that's particularly risky to a second
12 lien position?

13 A. Because the second lien is behind the
14 first lien, any decline in value of the property,
15 whether it relates to the particular property
16 itself or the market at large, reduces the
17 potential for recovery from the -- from the
18 property value.

19 Q. And that would be -- in effect, that
20 would be magnified on a second lien position as
21 compared to the first lien position?

22 A. Yes.

23 Q. And that's because the second lien is
24 subordinate to the interests of the first lien?

25 A. That's correct.

1 BEARD

2 on in the -- in Michigan.

3 Q. Why would that be a concern to you or
4 FSA?

5 A. If it affected the portfolio in terms
6 of the, you know, employment and that affects the
7 ability to pay, that would be a concern.

8 Q. So if a mortgage went into the
9 portfolio and the borrower were to lose his job,
10 that could cause the borrower to default on the
11 loan, correct?

12 A. That's correct..

13 Q. And that would be a loss that
14 ultimately FSA may have to pay on, correct?

15 A. The -- you know, any losses on the
16 portfolio could contribute to, you know, lower
17 cushion or potential claim.

18 Q. And I think I understand it but just to
19 put it on the record, when you say could result in
20 a lower cushion, in other words, there are
21 mechanisms in the securitization structure that
22 provide cash flows so -- that could be available
23 so that FSA wouldn't have to pay a claim, correct?

24 A. There's -- there's -- there's current
25 cash and other forms of credit enhancement,

1 BEARD

2 curtains of reserve, and other interests that
3 conspire to create the credit enhancement below
4 the bonds that are guaranteed.

5 Q. So just to be clear, it's not as though
6 automatically just because a borrower defaults on
7 a loan, FSA automatically has to pay a claim,
8 correct?

9 A. That's correct.

10 Q. In other words, it's not this kind of
11 one-for-one type deal where borrower defaults, FSA
12 has to pay; that's not correct?

13 A. That's -- it's -- that's right, it's
14 not correct.

15 Q. My statement was correct?

16 A. Sorry, that's fine.

17 Q. It's left, right?

18 A. Yeah.

19 Q. Rather FSA's role is to ensure that
20 there is sufficient cash flow in the revenue
21 stream of the securitization, and if there's not,
22 then FSA would have to pay into the securitization
23 structure?

24 A. The combination of excess interest,
25 reserves and other forms of credit enhancement

1 BEARD

2 represent the structure and the cushion against a
3 claims payment.

4 Q. So in other words, it's a more
5 complicated equation, one has to look at the
6 overall cash flows of the entire structure in
7 order to both project potential claims FSA may
8 have to pay, and even in the reality of the living
9 structure itself of what have FSA will have to
10 pay?

11 A. That sounds about right, yeah.

12 Q. And the kinds of other -- the
13 structural cushions that we've talked about, does
14 that include things like an excess spread account?

15 A. Yes.

16 Q. What is an excess --

17 A. Well, was there an excess spread
18 account? An excess spread account would capture
19 excess spread in a reserve so the interest, the
20 interest cash flow less monthly costs and
21 expenses, fees, you know, servicing fees, guaranty
22 fees, trustee fees and bondholder interests, not
23 necessarily in that order, what's left at the end
24 of that is excess interest, and depending on the
25 structure, the excess interest could be captured

1 BEARD

2 in a reserve or be used to pay down senior bonds
3 in order that essentially the existing reserve
4 gets to a higher percentage.

5 Q. So in other words, an excess spread
6 reserve can function as effectively interest
7 money, excess interest money coming in on any
8 particular month being put aside for a rainy day?

9 A. As credit enhancement.

10 Q. What about overcollateralization? Are
11 you familiar with that term?

12 A. Yes.

13 Q. What does that mean?

14 A. Overcollateralization would be having
15 collateral, loan collateral in excess of the bonds
16 issued.

17 Q. And why would that provide structural
18 protection to, for instance, FSA?

19 A. Because if everything -- if you had a
20 higher bond balance and a higher interest rate
21 than the bond balance and the bond interest rate,
22 there would be additional -- that provides for
23 additional cushion.

24 Q. What about the concept of
25 subordination, is that another structural

1 BEARD

2 mechanism to try to build additional cushion into
3 the securitization structure for the benefit of
4 FSA?

5 A. In HELOCs, it can be.

6 Q. What about -- when you say in HELOCs it
7 can be, what do you mean?

8 A. Well, there's a couple of elements in
9 that. New advances could be made by the issuer
10 and which would be subordinated. There could be
11 an issuer interest that is say 5 or 10 percent of
12 the transaction, which is subordinated to the
13 senior bondholders, so that was what that
14 subordination would mean, would mean to me anyway.

15 Q. Are you familiar with a term
16 liquidation loan loss amount?

17 A. Yes, I believe I am.

18 Q. Lucky man that you are.

19 What do you understand liquidation loan
20 loss amount to mean?

21 A. Generally I would think the liquidation
22 loan loss amount would be the amount of loss to a
23 trust upon the completion, upon the exercise of
24 repossession, foreclosure, collection efforts on
25 the part of the servicer.

1 BEARD

2 whether it happened in any kind of large
3 measure.

4 BY MS. RENDON:

5 Q. So if it were level 2, it would be okay
6 for those to be included in the transaction from
7 FSA's point of view?

8 A. Yes.

9 MR. BUCHDAHL: Objection to form.

10 BY MS. RENDON:

11 Q. Because effectively whatever's wrong
12 with them isn't significant or material?

13 MR. BUCHDAHL: Objection to form.

14 THE WITNESS: It wouldn't be unusual
15 to -- we didn't -- we didn't -- we weren't
16 kicking loans out of the pool, the sample
17 pool. We were really just trying to assess
18 whether the sample generally was
19 representative of what we would expect to see
20 in a -- in the transaction.

21 BY MS. RENDON:

22 Q. And if there were level 2 -- if there
23 were level 2 type loans that were represented
24 within the transaction, that would not be a reason
25 in FSA's mind not to proceed with the transaction?

1 BEARD

2 A. That's correct.

3 Q. As compared to level 3, that might be
4 more problematic?

5 A. If they appeared in declining
6 percentages, the level 3 should be small. Level 2
7 could be not insignificant but wouldn't create a
8 concern until it got to be really quite large.

9 Q. I see. And level 1, of course --

10 A. Level 1 is in compliance, so that's
11 kind of what you would expect.

12 Q. Okay. And did FSA typically have --
13 strike that.

14 So just to go back to our geography,
15 this is all being determined as part of the loan
16 level review before FSA has committed to the
17 transaction, correct?

18 A. That's correct.

19 Q. If there were, let's say, level 3
20 assets, did FSA have the right to say we don't
21 want that particular loan in our transaction?

22 MR. BUCHDAHL: Objection to form.

23 THE WITNESS: There was no commitment
24 so any -- we could certainly think about that.

25 It was a question of whether it was

1 BEARD

2 being said here?

3 A. No, it's not.

4 Q. Okay. What is your understanding of,
5 just to make sure I understand, of what's being
6 said here?

7 MR. BUCHDAHL: Objection to form.

8 THE WITNESS: Doug's referring to the
9 market environment in '96 and '97.

10 BY MS. RENDON:

11 Q. Do you have -- separate and distinct
12 from this document, do you have any belief that
13 FSA had stressed the market environment going into
14 2005 for second lien -- the second lien mortgage
15 market?

16 MR. BUCHDAHL: Objection to form.

17 THE WITNESS: I believe we stressed
18 every transaction we looked at in terms of the
19 analytics that are presented in the credit
20 committee memo.

21 BY MS. RENDON:

22 Q. Okay. It says in the -- if you go down
23 two -- two more paragraphs, it starts out with
24 Mr. Newman inquired about the status of diligence.

25 Do you see that?

1 BEARD

2 transaction, and 3.1 was right in line with
3 what we would expect to get.

4 BY MS. RENDON:

5 Q. And what is it that you're trying to --
6 what events or what phenomena are you trying to
7 get safety from by creating such a multiple?

8 MR. BUCHDAHL: Objection to form.

9 THE WITNESS: You know, all the risks
10 associated with the portfolio performance.

11 BY MS. RENDON:

12 Q. And I'm not trying to be a pain in the
13 neck but what kinds of risks would those typically
14 be that you create a 3.1 multiple?

15 A. Higher losses.

16 Q. Resulting from what?

17 A. From wherever they came.

18 Q. What would be the kinds of things that
19 would create losses?

20 A. Everything potentially could create
21 losses, job loss, job, you know, curtailment,
22 medical problems, accidents, you know, there's a
23 whole array of factors.

24 Q. Life events basically?

25 A. Life events.

1 BEARD

2 Q. Of a borrower?

3 A. Right.

4 Q. Post-closing of the transaction?

5 A. Correct.

6 Q. What about adverse economic
7 circumstances like in the state economic or the
8 federal economy?

9 A. They affect borrowers, too.

10 Q. So that 3.1 multiple is also designed
11 to help cover those types of events?

12 MR. BUCHDAHL: Objection to form.

13 THE WITNESS: The multiple is there to
14 cover in the risk that the projection is not
15 accurate.

16 MS. RENDON: Let me -- I think we're
17 about to run out of time. Do we have a couple
18 more minutes left?

19 THE VIDEOGRAPHER: You've got three
20 minutes.

21 BY MS. RENDON:

22 Q. Just to run out the notes, right
23 beneath that on the same page that we were just
24 looking at, it says summary of the notes. Do you
25 see that kind of in the top left there?

1 BEARD

2 suggesting expected losses in the 10 percent
3 arena, how is it that FSA ended up utilizing an
4 expected loss rate of only 4.32 percent?

5 A. You go to the next page.

6 Q. What does that tell us on the next
7 page?

8 A. There's three different data points.
9 Calculated a FICO based model of expected losses.
10 Looked at a historical estimation of losses which
11 could have been, and I don't recall in this deal
12 whether it was based on the genre, whether it was
13 bank loss or Flagstar loss. And then the model
14 expectational loss. So take the average of those
15 to get 4.32.

16 Q. Was -- if the 10 percent had been used
17 as compared to this 4.32 percent, just for the
18 sake of thinking it through, that would have
19 created -- and that were the base expected loss
20 number, that would have created a much bigger
21 cushion for -- strike that.

22 If the 10 percent expected loss number
23 had been utilized by FSA and the structure had
24 been created around a 10 percent expected loss
25 number as compared to a 4.32 percent expected loss

1 BEARD

2 number, that would have created a lot more cushion
3 for FSA, correct?

4 A. No.

5 MR. BUCHDAHL: Objection to form.

6 BY MS. RENDON:

7 Q. Why do you say no?

8 A. AMBAC would have done the deal. I mean
9 it was not -- it wouldn't have been -- it just
10 wouldn't happen.

11 Q. What do you mean by that?

12 A. It would have been -- it would have
13 been too expensive.

14 Q. You mean Flagstar wouldn't have
15 accepted those terms?

16 A. Right, and that wasn't our methodology.

17 Q. But when you say AMBAC would have done
18 the deal, what you mean is someone would have --
19 another competitor would have come in and come in
20 lower than you guys?

21 A. Or it wouldn't have happened.

22 Q. Or it wouldn't have happened?

23 A. So to conjecture of the 10, that wasn't
24 one of the things on the table.

25 Q. Was that something if -- well, strike

1 BEARD

2 A. This is -- I believe this is the
3 results of a file review that Bohan did.

4 Q. And Bohan would have been retained by
5 FSA for that purpose?

6 A. Could have been. I don't recall
7 specifically. Would have been retained by
8 either -- I would expect Bohan was retained by us
9 but I don't recall specifically.

10 Q. Either way, it would appear from this
11 memo that FSA got the benefit of the loan file
12 diligence that Bohan did; is that correct?

13 MR. BUCHDAHL: Objection to form.

14 THE WITNESS: Yes, we had the results
15 of Bohan's analysis.

16 BY MS. RENDON:

17 Q. And, in fact, that's what the first
18 line under section 3 would indicate, right, RMG,
19 and that's the risk management group within FSA;
20 is that correct?

21 A. Uh-huh.

22 Q. Has received the results from Bohan's
23 due diligence on the 250 loans reviewed in
24 October. It says there a hundred percent of the
25 sample was randomly selected and the grades of the